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181049Z Sep 02

2002HANOI02272 - CONFIDENTIAL

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ACTION EAP-00

INFO	LOG-00	NP-00	AID-00	AIT-03	ACQ-00	CEA-01	CIAE-00
	COME-00	CTME-00	DOEE-00	PERC-00	SRPP-00	DS-00	EB-00
	EXIM-01	E-00	FBIE-00	VC-00	FRB-00	H-01	TEDE-00
	INR-00	ITC-01	L-00	VCE-00	MED-07	AC-01	NSAE-00
	NSCE-00	OES-01	OMB-01	OPIC-01	CAEX-01	PA-00	PM-00
	PRS-00	ACE-00	P-00	SP-00	SSO-00	STR-00	TRSE-00
	USIE-00	EPAE-00	PMB-00	DSCC-00	PRM-00	DRL-02	G-00
	NFAT-00	SAS-00	/021W				

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FM AMEMBASSY HANOI
TO SECSTATE WASHDC 7583
INFO AMEMBASSY BEIJING
AMEMBASSY PHNOM PENH
AMEMBASSY SEOUL
AMEMBASSY TOKYO
AIT TAIPEI 0702
SECDEF WASHDC
USCINCPAC HONOLULU HI

C O N F I D E N T I A L SECTION 01 OF 02 HANOI 002272

SIPDIS

STATE FOR EAP/BCLTV

E.O. 12958: DECL: 09/18/12
TAGS: PREL EAID ETRD MARR VM CVR
SUBJECT: "WIN US OVER"

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REF: A. HANOI 2202 (NOTAL) B. HANOI 2259
- C. HANOI 2260 C. HANOI 2261

11. (U) CLASSIFIED BY AMBASSADOR RAYMOND BURGHARDT,
REASON: 1.5 (D)

12. (C) AMBASSADOR'S SCHEDULED SEPTEMBER 17 MEETING TO
DISCUSS CHINA (REF A) WITH VICE FOREIGN MINISTER LE VAN
BANG (FORMERLY AMBASSADOR TO U.S., AND NOW RESPONSIBLE
FOR NORTHEAST ASIA) WAS UNAVOIDABLY DIVERTED INTO A
DISCUSSION OF PRESSING BILATERAL ISSUES (REFS C-D).

13. (C) BANG CAME PREPARED WITH SOME THOUGHTS ON THE
US-VIETNAM BILATERAL RELATIONSHIP. READING FROM THREE
PAGES OF PRINTED NOTES, HE URGED THAT THE U.S. DO MORE
TO "BUILD TRUST," OFFERING THE FOLLOWING SUGGESTIONS:
-- MORE HIGH LEVEL MEETINGS, HOWEVER SHORT, SUCH AS
THE FOREIGN MINISTER'S RECENT CALL ON DEPUTY SECRETARY
ARMITAGE, AND THE POSSIBILITY OF AN UPCOMING TALK (EVEN
TEN MINUTES) BETWEEN THE PRESIDENT AND PRIME MINISTER
PHAN VAN KHAI AT APEC;
-- CONTINUE DIALOGUES ON HUMAN RIGHTS AND POLITICAL
ISSUES, AREAS OF ONGOING DISAGREEMENTS;
-- ESTABLISH A DISPUTE SETTLEMENT BODY IN THE CONTEXT
OF THE BILATERAL TRADE AGREEMENT (AMBASSADOR NOTED THAT
THE EXISTING BTA-RELATED MECHANISM ALREADY PROVIDES A
GOOD FORUM FOR THIS);
-- AVOID LETTING CONTROVERSIAL ISSUES SUCH AS ETHNIC
MINORITIES, HUMAN RIGHTS, AND RELIGIOUS FREEDOM BE
"PROMINENT" IN BILATERAL RELATIONS, BUT INSTEAD SEEK
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WAYS TO SOLVE DISAGREEMENTS "CONSTRUCTIVELY, NOT AT THE
EXPENSE OF THE RELATIONSHIP."

14. (C) VFM BANG EMPHASIZED THAT "FRANKLY, YOU MUST
HAVE A WAY TO WIN OVER VIETNAM" IN A MANNER THAT WOULD
BE "CONDUCIVE TO US POLICY IN SOUTHEAST ASIA." (HE
USED THE SAME PHRASEOLOGY IN A CONVERSATION WITH THE
DCM AT POST'S 9/11 CEREMONY, WHERE HE ALSO SAID THAT
VIETNAM WANTS TO BE "WITH" THE U.S.) HE WELCOMED US
INTEREST IN A "STRATEGIC RELATIONSHIP" BETWEEN THE U.S.
AND VIETNAM, AND REITERATED A NEED TO SOLVE SENSITIVE
ISSUES "QUIETLY." HE OFFERED THANKS FOR US AID
PROGRAMS, ESPECIALLY RELATED TO LEGAL AND
ADMINISTRATIVE REFORM, AND EXPRESSED INTEREST IN
VIETNAM'S INCLUSION IN THE MILLENIUM CHALLENGE FUND.
AMBASSADOR NOTED OTHER US HUMANITARIAN AID PROGRAMS AS
WELL, AND DESCRIBED US FRUSTRATION AT DIFFICULTIES IN

INCREASING AID IN THE CENTRAL HIGHLANDS. VFM BANG RETORTED THAT "SOMETIMES NOT TO HELP IS TO HELP."

15. (C) VFM BANG DESCRIBED BURGEONING RELATIONS ELSEWHERE, POINTING TO COMMUNIST PARTY GENERAL SECRETARY NONG DUC MANH'S OCTOBER TRIP TO JAPAN, A

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"GOOD VISIT" BY DEPUTY PRIME MINISTER NGUYEN TAN DUNG TO SOUTH KOREA RECENTLY, "GOOD RELATIONS" WITH TAIWAN (NOW INCLUDING "65,000 SONS-IN-LAW"), "FRIENDLY" RELATIONS WITH CHINA, AND EXPANDED TIES WITHIN ASEAN AND IN ASEM. HE STRESSED THAT VIETNAM ALSO "VERY MUCH WANTS TO IMPROVE RELATIONS" WITH THE U.S. TO A "HIGHER LEVEL," AND ASKED FOR AMBASSADOR'S PERSONAL HELP IN ACHIEVING THIS. HE URGED THAT VIETNAM AND THE U.S.

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WORK TOGETHER TOWARD IMPROVING THE STABILITY OF THE WHOLE REGION, EVEN FARTHER AFIELD SUCH AS THE KOREAN PENINSULA AND CHINA.

16. (C) AMBASSADOR EXPRESSED AGREEMENT WITH THIS GOAL, NOTING EFFORTS TO ARRANGE HIGH LEVEL TRIPS IN BOTH DIRECTIONS, AND TO UTILIZE THESE MEETINGS TO RAISE THE LEVEL OF DISCUSSION. VFM BANG NOTED THAT, WHILE THE STATE DEPARTMENT AND MFA WERE OF SIMILAR MINDS ON THIS GOAL, IT WAS IMPORTANT TO CONVINCE OTHER DEPARTMENTS -- NOTABLY THE PENTAGON AND THE MINISTRY OF NATIONAL DEFENSE (MND) -- OF THE DESIRABILITY OF SUCH TIES. HE SUGGESTED THAT THE "ENVIRONMENT WAS NOT CONDUCIVE" FOR FALL 2002 VISIT TO THE U.S. BY DEFENSE MINISTER TRA, URGING THE U.S. INSTEAD TO "BUILD UP" MILITARY-TO-MILITARY TIES FIRST. AMBASSADOR RECOUNTED EXISTING FORMS OF MILITARY COOPERATION SUCH AS IN MEDICAL RESEARCH, AS WELL AS ONGOING TALKS ON FUTURE SHIP VISITS. (NOTE: THE LAST CONVERSATION BETWEEN DATT AND MND REGARDING MINISTER TRA'S TRIP INDICATED THAT HE WAS STILL HOPING TO TRAVEL TO THE U.S. IN THE LATE NOVEMBER/EARLY DECEMBER TIMEFRAME. END NOTE)

17. (C) COMMENT: VFM BANG RETAINS A PROPRIETARY INTEREST IN US-VIETNAM RELATIONS, GIVEN HIS PERSONAL

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INFO	LOG-00	NP-00	AID-00	AIT-03	ACQ-00	CEA-01	CIAE-00
	COME-00	CTME-00	DOEE-00	SRPP-00	DS-00	EB-00	EXIM-01
E-00	FBIE-00	VC-00	FRB-00	H-01	TEDE-00	INR-00	
IO-00	ITC-01	L-00	VCE-00	AC-01	NSAE-00	NSCE-00	
OES-01	OMB-01	OPIC-01	PA-00	PM-00	PRS-00	ACE-00	
P-00	SP-00	SSO-00	STR-00	TRSE-00	USIE-00	PMB-00	
DSCC-00	PRM-00	DRL-02	G-00	NFAT-00	SAS-00	/013W	

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R 181049Z SEP 02
FM AMEMBASSY HANOI
TO SECSTATE WASHDC 7584
INFO AMEMBASSY BEIJING
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AMEMBASSY SEOUL
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AIT TAIPEI 0703
SECDEF WASHDC
USCINCPAC HONOLULU HI

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ROLE OVER THE PAST DECADE IN SHEPHERDING THIS RELATIONSHIP. HE IS LIKELY DISTURBED AT THE POSSIBILITY THAT US-VIETNAM TIES ARE FAILING TO KEEP PACE WITH THE SOMETIMES OVERWHELMING DIPLOMATIC EFFORTS OF NORTHEAST ASIAN STATES, AS WELL AS THE LARGER ECONOMIC AND ASSISTANCE ROLES JAPAN, SOUTH KOREA, AND TAIWAN PLAY HERE. WE AGREE WITH HIS ASSESSMENT THAT IT IS IMPORTANT FOR THE USG NOT ONLY TO DO MORE BILATERALLY, BUT ALSO TO BE SEEN AS DOING MORE HERE. THIS IS A TOUGH TASK IN A COUNTRY WHERE THE MEDIA IS SO CONTROLLED, OFTEN INDEED BY ELEMENTS OF THE CPV AND GVN NOT ESPECIALLY INCLINED TO BE FAVORABLE TOWARD THE US. DAS DALEY'S VISIT, THE PROBABLE OCTOBER POLITICAL DIALOGUE, HOPEFULLY A PRESIDENTIAL PHOTO OP AT APEC WITH THE PM, AND THE POSSIBLE DECEMBER VISIT HERE BY THE MARINE CORPS COMMANDANT OFFER SOME SHORT-TERM

BOOSTS TO THE VISIBILITY OF OUR BILATERAL TIES. BUT,
AS BANG ACKNOWLEDGED, PROGRESS WILL CONTINUE TO BE
SLOWED BY LEADERSHIP ELEMENTS WHO ARE LESS ENTHUSIASTIC
ABOUT US-VIETNAM TIES THAN THE FOREIGN MINISTRY. SOME
OF THESE PEOPLE -- IN THE MILITARY, PUBLIC SECURITY,
AND PROPAGANDA FIELDS, FOR EXAMPLE -- MAY ALSO BE MORE
RECEPTIVE TO BEIJING THAN BANG (REF A).
BURGHARDT

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